

**2016 POLITICAL FALL SPENDING
ETHI-POL/AFSCME PEOPLE**

CONTRACT NUMBER	DATES OF CONTRACT	# OF SPOTS	GROSS OWED	TOTAL (15%) COMMISSION	NET COST	PROD. COSTS	NET OWED	NET RECEIVED	DIFF IN TOTALS	CHECK #
954475	10/17-10/24	5	\$ 5,760.00	\$ 864.00	\$ 4,896.00		\$ 4,896.00	\$ 4,896.00		sent to hub
954481	10/25-10/31	4	\$ 7,600.00	\$ 1,140.00	\$ 6,460.00		\$ 6,460.00	\$ 6,460.00		sent to hub

CONTRACT



ETHI
800 Ohio Street
Terre Haute, IN 47807
(812) 232-9481

And:

Waterfront Strategies
3050 K Street Northwest
Washington, DC 20007
USA

<u>Contract / Revision</u> 954475 /		<u>Alt Order #</u> 25330140
<u>Product</u> Issue		
<u>Contract Dates</u> 10/17/16 - 10/24/16		<u>Estimate #</u> 5675
<u>Advertiser</u> POL/AFSCME People		<u>Original Date / Revision</u> 10/14/16 / 10/14/16
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Property</u> ETHI	<u>Account Executive</u> Katz Washington	<u>Sales Office</u> Katz/Washingto
<u>Special Handling</u>		
<u>Demographic</u> Adults 25-54		
<u>Agy Code</u> 9914573	<u>Advertiser Code</u>	<u>Product 1/2</u>
<u>Agency Ref</u> IN14921		<u>Advertiser Ref</u>

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
N 1	ETHI	10/17/16	10/21/16	M-F 12p-1p	M-F 12p-1p		:30				NM	1	\$160.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>					
Week:		10/17/16	10/23/16	MTWTF--	1			\$160.00					
N 2	ETHI	10/17/16	10/21/16	News 10 on Fox	10p-1030p		:30				NM	1	\$1,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>					
Week:		10/17/16	10/23/16	MTWTF--	1			\$1,200.00					
N 3	ETHI	10/23/16	10/23/16	News 10 on Fox Su	10p-1030p		:30				NM	1	\$1,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>					
Week:		10/17/16	10/23/16	-----S	1			\$1,200.00					
N 4	ETHI	10/19/16	10/19/16	Wednesday Hour 1	8p-9p		:30				NM	1	\$2,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>					
Week:		10/17/16	10/23/16	--W----	1			\$2,000.00					
N 5	ETHI	10/24/16	10/24/16	Monday Hour 1	8p-9p		:30				NM	1	\$1,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>					
Week:		10/24/16	10/30/16	M-----	1			\$1,200.00					
Totals								0.00				5	\$5,760.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
09/26/16 - 10/24/16	5	\$5,760.00	(\$864.00)	\$4,896.00
Totals	5	\$5,760.00	(\$864.00)	\$4,896.00

Signature: _____ **Date:** _____

(* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Two week advance cancellation notice is required unless otherwise specified.

LIN Television Corporation does not discriminate in the sale of advertising time, and will accept no advertising which is placed with an intent to discriminate on the basis of race or ethnicity. Any advertiser certifies that it is not buying broadcasting air time on LIN Television Corporation stations for a discriminatory purpose, including but not limited to decisions not to place advertising on particular stations on the basis of race or ethnicity.

95445



125 West 55th St
New York, NY 10019

Contract # 25330140	Changes as of: 10/14/2016 at 12:49 PM	Version: Highlighting Revision 2
CPE: 194/207/5675	Flight: 10/17/16 - 10/24/16	Total \$: \$5,760.00
Agency: WATERFRONT STRATEGIE	Advertiser: AFSCME People	Total Spots: 5
3050 K ST NW #100 Washington, DC 20007	Product: Issue	Office: WASHINGTON
	Agency Order #: 5479166	Primary Demo: Adults 35+
	Buyer: Furman, Mike	Con Type: POLITICAL/VOTE
	Salesperson: BEN WILMETH 202-872-5850	Assistant: BEN WILMETH 202-872-5850
Comments: revised order, In 2, 1x naming by Ins 5-6.ncit		Separation:
		Total CPP: \$0.00
		Total GRP:

#	Day/Time	DP	Program	Rate	A3SP Rating	Len	10/17 - 10/24		Total Spots	Total \$	CPP	GRP
							10/17	10/24				
1	Tu-F,M 12n-1p		Maury	\$160.00	0	30	1	0	1	\$160.00	\$0.00	0.0
REV-2	9p-10p		Empire-FOX	\$3,200.00	0	30	1	0	0	\$0.00	\$0.00	0.0
3	Tu-F,M 10p-10:30p		News 10 On FOX	\$1,200.00	0	30	1	0	1	\$1,200.00	\$0.00	0.0
4	Su 10p-10:30p		News 10 On FOX	\$1,200.00	0	30	1	0	1	\$1,200.00	\$0.00	0.0
REV+5	8p-9p		Lethal Weapm	\$2,000.00	0.0	30	0	1	1	\$2,000.00	\$0.00	0.0
REV+6	M 8p-9p		Gotham	\$1,200.00	0.0	30	0	1	1	\$1,200.00	\$0.00	0.0
TOTALS:						4	1	1	5	\$5,760.00	\$0.00	0.0



125 West 55th St
New York, NY 10019

Contract # 25330140	Changes as of: 10/14/2016 at 12:49 PM	Version: Highlighting Revision 2
CPE: 194/207/5675	Flight: 10/17/16 - 10/24/16	Total \$: \$5,760.00
Agency: WATERFRONT STRATEGIE	Advertiser: AFSCME People	Total Spots: 5
3050 K ST NW #100 Washington, DC 20007	Product: Issue	Office: WASHINGTON
	Agency Order #: 5479166	Primary Demo: Adults 35+
	Buyer: Furman, Mike	Con Type: POLITICAL/VOTE
	Salesperson: BEN WILMETH	Assistant: BEN WILMETH
	202-872-5880	202-872-5880
		Separation:
		Total CPE: \$0.00
		Total GRP:

Special Instructions

Order Level Comments		
Date/Time	Added by	Comment
10/14/16 12:49 PM	CAROL YN ALLAIRE	revised order.
10/14/16 9:57 AM	Tammy Terry	In 2, 1x na.mg by lns 5-6.nct Bern - spot on line 2 n/a due to presidential debate. can offer 1 spot same date 8-9p for \$2,000, plus 1 spot on monday 10/24 8-9p or 9-10p. please advise. thanks - tammy

Competitive Information	
Market Budget:	\$48,000
ETHI Share:	12%
Comment:	
WAWV:	6%
WTHI:	65%
WTWO:	17%

Daypart Summary				
Day/Time	% Distrib	Spots	Dollars	GRP
	100%	5	\$5,760.00	N/A
Total	100%	5	\$5,760.00	N/A

Monthly Summary		
Month	Spots	Dollars
2016-Oct	5	\$5,760.00
Total	5	\$5,760.00

Transaction History						
Trans	Created/Received	Created by	Status	Spot#	\$ Chg	Contract \$ Comment
Revision	10/14/16 12:49 PM	CAROL YN ALLAIRE	Revised	1	\$0	In 2, 1x na.mg by lns 5-6.nct. 3 buylines added or modified.
Makegood 1	10/14/16 9:57 AM	Tammy Terry	Confirmed		\$0	
Revision	10/13/16 5:45 PM	BEN WILMETH	Confirmed		\$0	Changes: Flight Start from 10/18/16 to 10/17/16, Start Day Of The Week from Tuesday to Monday, Demo Meta to [R16]. User Entered \$ from \$0.00 to \$5,760.00. 4 buylines added or modified.
New	10/13/16 5:44 PM	BEN WILMETH	New	4	\$5,760.00	\$5,760.00

Non-Discrimination Policy
PARAGRAPHS 49 AND 50 OF THE UNITED STATES FEDERAL COMMUNICATIONS COMMISSIONS REPORT AND ORDER NO. 07-217 PROVIDES THAT BROADCAST STATIONS' ADVERTISING CONTRACTS WILL NOT DISCRIMINATE ON THE BASIS OF RACE OR ETHNICITY, AND MUST CONTAIN NONDISCRIMINATION CLAUSES. CONSISTENT WITH THIS ORDER, KATZ MEDIA GROUP (INCLUDING ANY SUBSIDIARY OR DIVISION OF KATZ) DOES NOT DISCRIMINATE IN ANY BROADCAST ADVERTISING CONTRACT ON THE BASIS OF RACE OR ETHNICITY AND EVALUATES, NEGOTIATES AND COMPLETES ITS BROADCAST ADVERTISING CONTRACTS WITHOUT REGARD TO RACE OR ETHNICITY.

KATZ TELEVISION GROUP

125 West 55th St
New York, NY 10019

Contract # 25330140	Changes as of: 10/14/2016 at 9:57 AM	Version: Highlighting Makegood 1	Total \$: \$5,760.00
CPE: 194/207/5675	Flight: 10/17/16 - 10/24/16	Station: ETHI	Total Spots: 4
Agency: WATERFRONT STRATEGIE	Advertiser: AFSCME People	Market: Terre Haute	Total CPP: \$0.00
3050 K ST NW #100 Washington, DC 20007	Product: Issue	Office: WASHINGTON	Total GRP:
	Agency Order #: 5479166	Primary Demo: Adults 35+	Separation:
	Buyer: Furman, Mike	Con Type: POLITICAL/VOTE	
	Salesperson: BEN WILMETH 202-872-5880	Assistant: BEN WILMETH 202-872-5880	

Station Comment

Ben - spot on line 2 n/a due to presidential debate. can offer 1 spot same date 8-9p for \$2,000. plus 1 spot on monday 10/24 8-9p or 9-10p. please advise. thanks - tammy

954475

KATZ TELEVISION GROUP

125 West 55th St
New York, NY 10019

Contract # 25330140

Changes as of: 10/13/2016 at 5:45 PM

Version: Highlighting Revision 1

CPE: 194/207/5675

Flight: 10/17/16 - 10/24/16

Station: ETHI

Total \$: \$5,760.00

Agency: WATERFRONT STRATEGIE

Advertiser: AFSCME People

Market: Terre Haute

Total Spots: 4

3050 K ST NW #100
Washington, DC 20007

Product: Issue
Agency Order #: 5479166

Office: WASHINGTON
Primary Demo: Adults 35+

Total CPP: \$0.00
Total GRP:

Buyer: Furman, Mike
Salesperson: BEN WILMETH
202-872-5880

Con Type: POLITICAL/VOTE
Assistant: BEN WILMETH
202-872-5880

Separation:

#	Day/Time	DP	Program	Rate	A35P Rating	Len	10/17 - 10/24		Total Spots	Total \$	CPP	GRP
							10/17	10/24				
REV+1	Tu-F M 12n-1p		Mauri	\$160.00	0	30	0	1	0	\$160.00	\$0.00	0.0
REV+2	W 9p-10p		Empire-FOX	\$3,200.00	0	30	0	1	0	\$3,200.00	\$0.00	0.0
REV+3	Tu-F M 10p-10:30p		News 10 On FOX	\$1,200.00	0	30	0	1	0	\$1,200.00	\$0.00	0.0
REV+4	Su 10p-10:30p		News 10 On FOX	\$1,200.00	0	30	0	1	0	\$1,200.00	\$0.00	0.0
TOTALS:						4	0	0		\$5,760.00	\$0.00	0.0

3. 2,560

10-14-16



125 West 55th St
New York, NY 10019

Contract # 25330140

Changes as of: 10/13/2016 at 5:45 PM

Version: Highlighting Revision 1

CPE: 194/207/5675

Flight: 10/17/16 - 10/24/16

Station: ETHI

Total \$: \$5,760.00

Agency: WATERFRONT STRATEGIE

Advertiser: AFSCME People

Market: Terre Haute

Total Spots: 4

3050 K ST NW #100

Product: Issue

Office: WASHINGTON

Total CPP: \$0.00

Washington, DC 20007

Agency Order #: 5479166

Primary Demo: Adults 35+

Total GRP:

Buyer: Furman, Mike

Con Type: POLITICAL/VOTE

Salesperson: BEN WILMETH

Assistant: BEN WILMETH

Separation:

202-872-5880

202-872-5880

Special Instructions

Competitive Information

Market Budget:	\$48,000
ETHI Share:	12%
Comment:	
WAWV:	6%
WTHI:	65%
WTWO:	17%

Daypart Summary

Day/Time	% Distrib	Spots	Dollars	CPP	GRP
	100%	4	\$5,760.00	N/A	0.0
Total	100%	4	\$5,760.00	N/A	0.0

Monthly Summary

Month	Spots	Dollars
2016-Oct	4	\$5,760.00
Total	4	\$5,760.00

Transaction History

Trans	Created/Received	Created by	Status	Spot#	Spot-	\$ Chg	Contract \$	Comment
Revision	10/13/16 5:45 PM	BEN WILMETH	Revised			\$0	\$5,760.00	Changes: Flight Start from 10/18/16 to 10/17/16, Start Day Of The Week from Tuesday to Monday, Demo Meta to [R16], User Entered \$ from \$0.00 to \$5,760.00. 4 buylines added or modified.
New	10/13/16 5:44 PM	BEN WILMETH	New	4		\$5,760.00	\$5,760.00	

Non-Discrimination Policy

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AGREEMENT FORM FOR NON-CANDIDATE/ISSUE ADVERTISEMENTS

Station and Location: WTHN/ETHN Terre Haute, IN	Date: 10-14-16
---	--------------------------

I, Mike Furness - supervised student
do hereby request station time concerning the following issue:

AFSCME People

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
		As ordered			

This broadcast time will be used by: AFSCME People

**THIS PAGE MUST BE COMPLETED FOR PROGRAMMING THAT
"COMMUNICATES A POLITICAL MATTER OF NATIONAL IMPORTANCE."
FOR ALL OTHER ISSUE ADS, PLEASE GO TO PAGE 3.**

Programming that "communicates a political matter of national importance" includes (1) references to legally qualified candidates (presidential, vice presidential or congressional); (2) any election to Federal office (e.g., any references to "our next senator", "our person in Washington" or "the President"); and (3) a national legislative issue of public importance (e.g., Affordable Care Act, revising the IRS tax code, federal gun control or any federal legislation).

Does the programming (in whole or in part) communicate "a message relating to any political matter of national importance?"

☒ Yes

☐ No

For programming that "communicates a message relating to any political matter of national importance," list the name of the legally qualified candidate(s) the programming refers to, the offices being sought, the date(s) of the election(s) and/or the issue to which the communication refers (if applicable):

Evan Bayh
Todd Young

US Senate, IN

11/8/16

I represent that the payment for the above described broadcast time has been furnished by (name and address):

AFS Line People 1625 L Street NW Washington, DC 20036

and you are authorized to announce the time as paid for by such person or entity (hereinafter referred to as the "sponsor").

List the chief executive officers or members of the executive committee or the board of directors below (or attach separately):

President - Lee Swinden

Sec / Treasurer - Laura Reyes

For programming that "communicates a message relating to any political matter of national importance," attach Agreed Upon Schedule (Page 5)

TO BE COMPLETED FOR ALL ISSUE ADVERTISEMENTS

THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.

The Sponsor agrees to indemnify and hold harmless the station for any damages or liability, including reasonable attorney's fees, that may ensue from the broadcast of the above-requested advertisement(s). For the above-stated broadcast(s), the sponsor also agrees to prepare a script, transcript, or tape, which will be delivered to the station at least _____ before the time of the scheduled broadcasts.

TO BE SIGNED BY ISSUE ADVERTISER (SPONSOR)

4/27/16 AWR 202-338-876
Date Signature Contact Phone Number

TO BE SIGNED BY STATION REPRESENTATIVE

☒ Accepted ☐ Accepted in Part ☐ Rejected
[Signature] Nick Telczyn GSM
Signature Printed Name Title

AGREED UPON SCHEDULE

For All Issue Advertisements That Communicate a Message Relating to Any Political Matter of National Importance

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
		As ordered			

Attach proposed schedule with charges (if available):

AFTER AIRING OF BROADCASTS:

Attach invoices or Schedule Run Summary to this Form showing:

- (1) actual air time and charges for each spot;
- (2) the date(s), exact time(s) and reason(s) for Make-Good(s), if any; and
- (3) the amount of rebates given (identify exact date, time, class of broadcast and dollar amount for each rebate), if any.

Note: Because the FCC requires that the political file contain the actual time the rate for spots "communicating a political matter of national importance" air, that information should be included in the file as soon as possible. If that information is only generated monthly, the file should include the name of a contact person who can provide the times that and rates for specific spots aired. The FCC's online political files include a folder for "Terms and Disclosures." NAB suggests that, for stations subject to the online public file rule, the names of contact person(s) be placed in that folder.